

Scallop Farming



Benchmarks can serve as guidance for business planning by prospective shellfish and seaweed producers as well as for lenders in the evaluation of loan applications.

PRODUCERS CAN USE BENCHMARKS FOR:

- Comparing the performance of their farm to that of similar farms and thus find areas for improvement;
- Assessing risk management strategies;
- Expanding their businesses.

LENDERS CAN USE BENCHMARKS FOR:

- Better understanding scallop businesses
- Comparing loan applications to standard industry performance

Due to the small number of producers in the Maine scallop industry, the data were not able to be reported in a way that would protect the confidentiality of individual businesses.

Thus, no benchmarks were calculated for scallops.

SCALLOPS HAVE POTENTIAL TO BE A HIGH-VALUE SHELLFISH PRODUCT

but scallop production in Maine is experimental and in a developmental stage

LABOR AND CAPITAL COSTS ARE LIKELY TO BE GREATER FOR SCALLOPS

than for oysters and mussels

SEVERAL PRODUCERS HAVE BEEN COOPERATING WITH EACH OTHER

in their efforts to develop scallop farming businesses

MANAGEMENT OF BIOFOULING IS COMPLICATED DUE TO THE SENSITIVITIES OF SCALLOPS

which can pose challenges for the business

TECHNOLOGY TRANSFER, SHARING OF EXPENSIVE EQUIPMENT, AND RAPID LEARNING OF SCALLOP PRODUCTION HAVE OCCURRED DUE TO PRODUCERS' COOPERATION

Growout techniques for Maine conditions are still in development

DIFFERENT BUSINESS MODELS WITH DIFFERENT PRODUCTION METHODS, GEAR, AND TARGET PRODUCTS FOR DIFFERENT MARKETS HAVE DIFFERENT COSTS, AND WHICH HAS THE BEST RETURN ON INVESTMENT REMAINS UNCLEAR

RECOMMENDATIONS FOR USE OF BENCHMARKS

- Scallop producers will need to experiment with **production technologies and marketing strategies.**
- Prospective scallop producers should contact and take advantage of the **various resources and support services available**, such as from the Maine Aquaculture Association, Maine Sea Grant, and Coastal Enterprises, Inc., prior to investment in scallops.
- **Prior business and marketing experience** is recommended.
- **Prior experience farming less-sensitive shellfish** such as oysters is recommended.
- Prospective scallop producers will need a **vessel with a hoist or winch** for harvesting heavy loads.
- Prospective scallop producers will need **equipment to clean and remove biofouling** of scallops, typically done onboard.
- Prospective scallop producers should be aware that testing for biotoxins will require **additional expense to ensure the safety of scallops** raised, especially if planning to sell animals in the live market.

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